

FIG.3

CURRENT INEFFICIENCIES

o Only a fraction of the real audience sees property.

o Significant marketing expense.

o Fewer Bidders = Lower Price.

o Time consuming process.

o Too much risk and expense for buyer.

o Buyers see a fraction of their options.

FIG.4

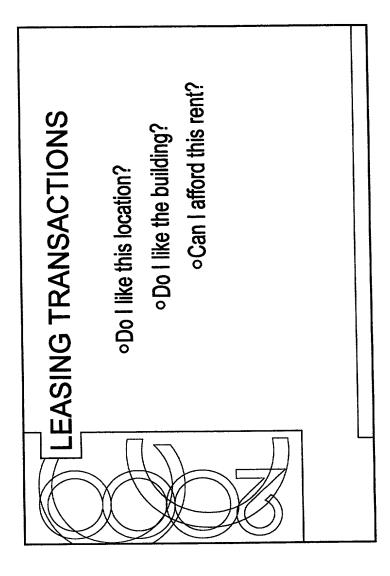


FIG.5

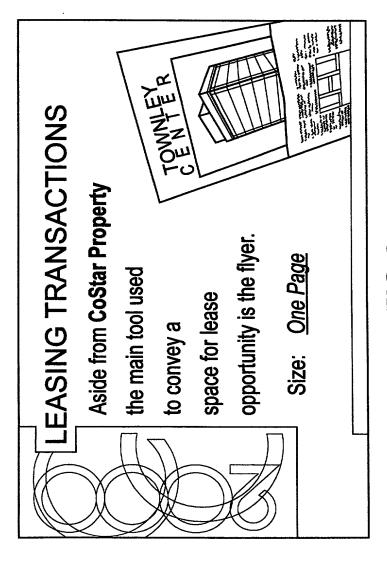


FIG.6

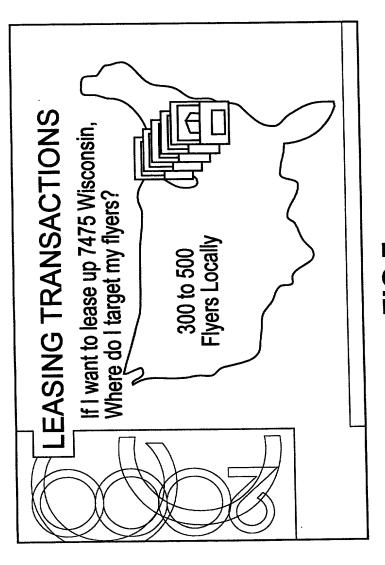


FIG.7

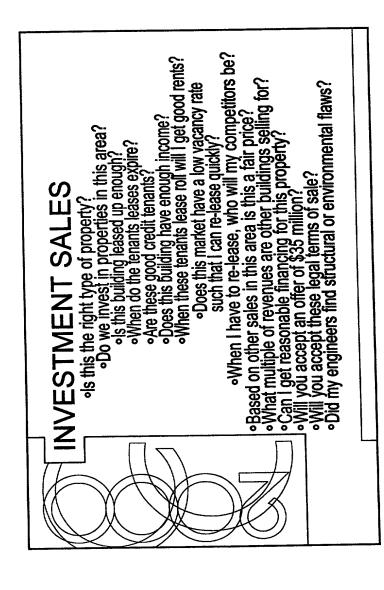


FIG.8

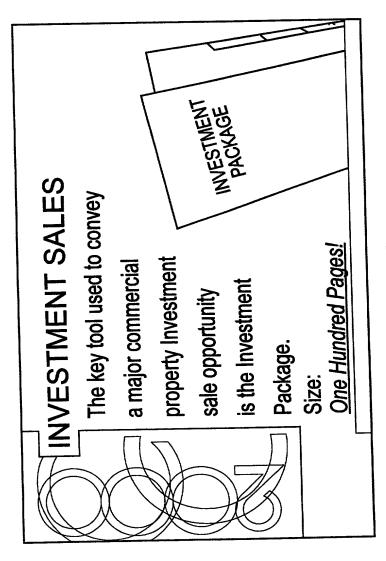


FIG.9

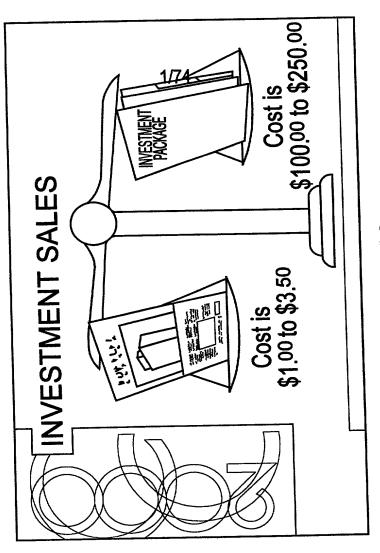


FIG.10

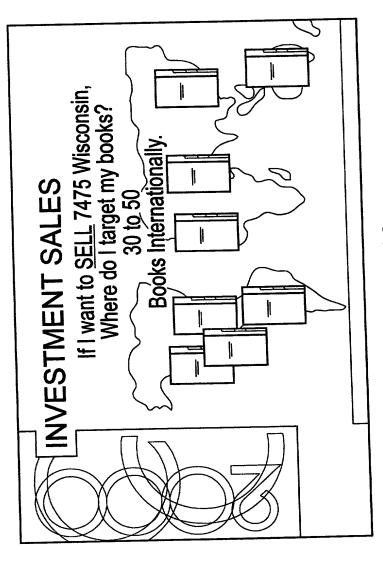


FIG.11

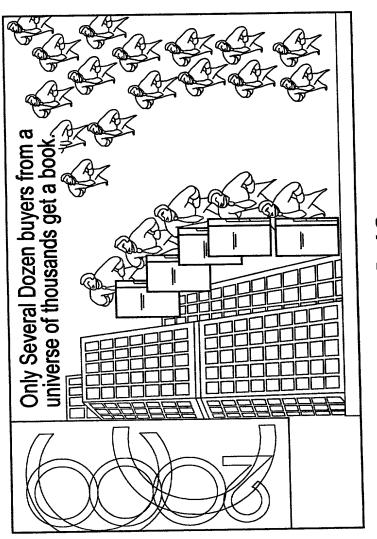


FIG.12

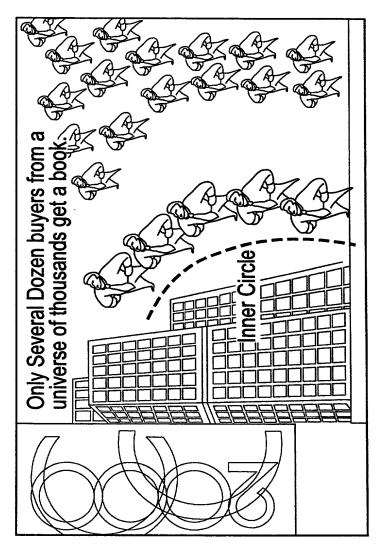


FIG.13

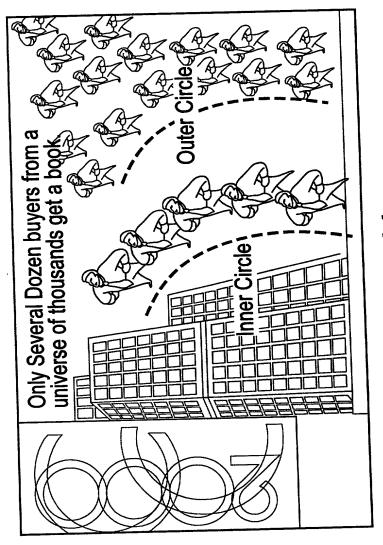


FIG.14

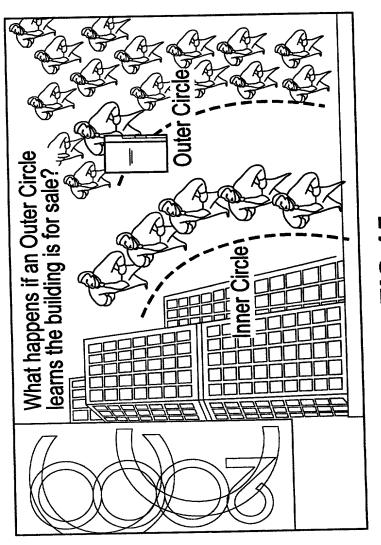


FIG.15

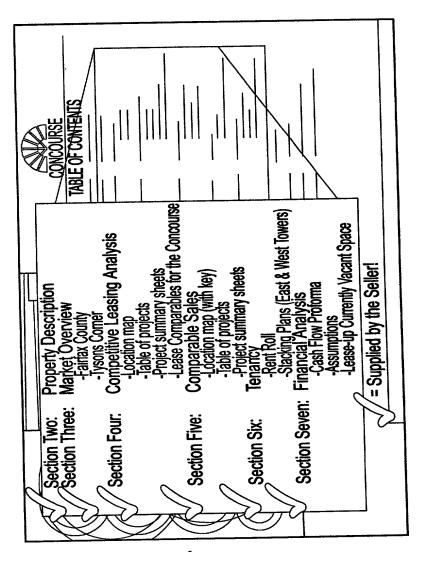


FIG.16

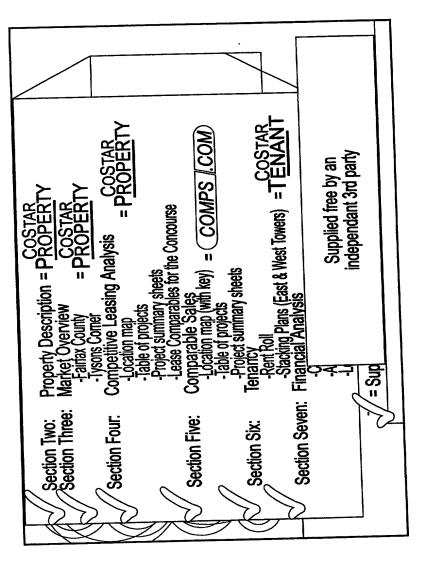


FIG.17

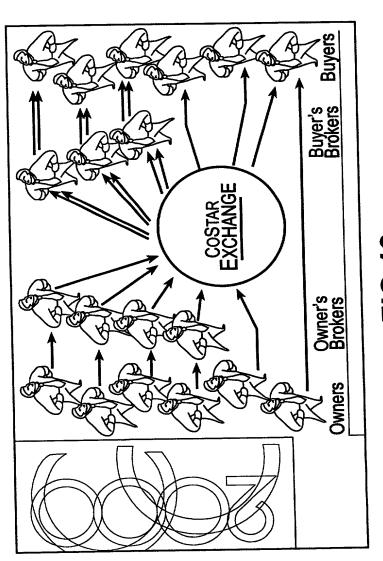


FIG.18

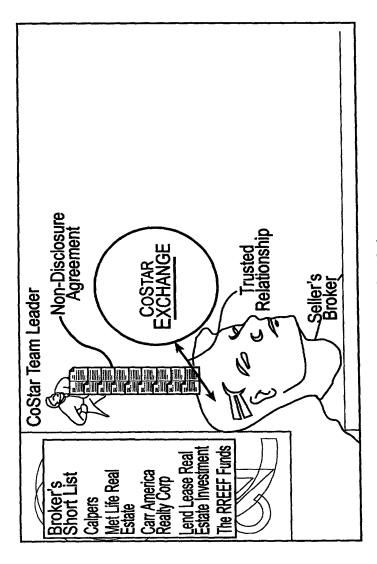


FIG.19

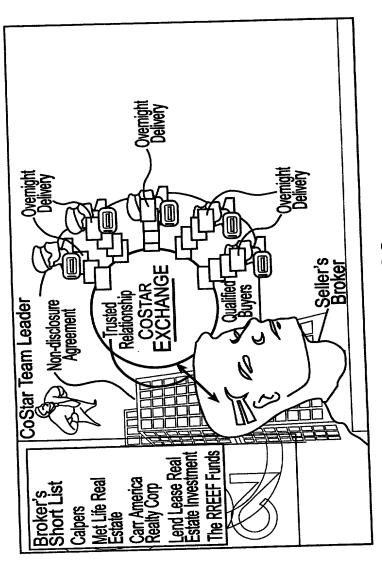


FIG.20

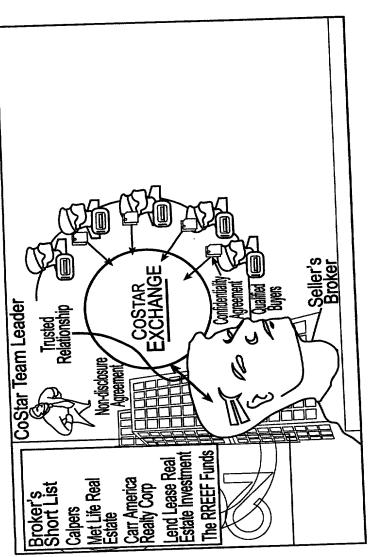


FIG.21

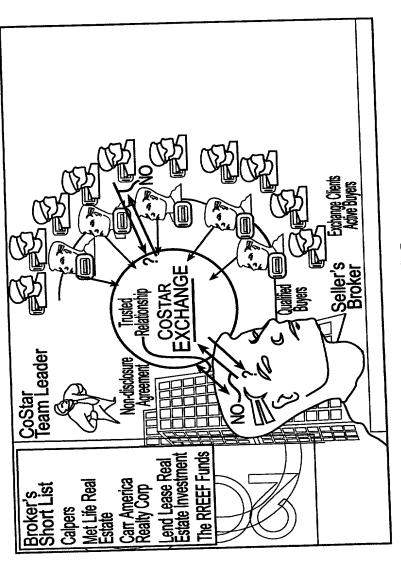


FIG.22

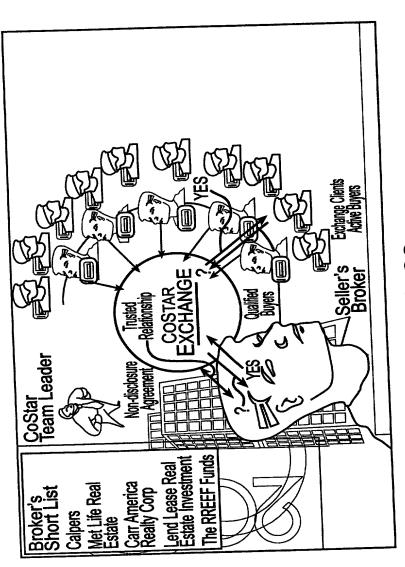


FIG.23

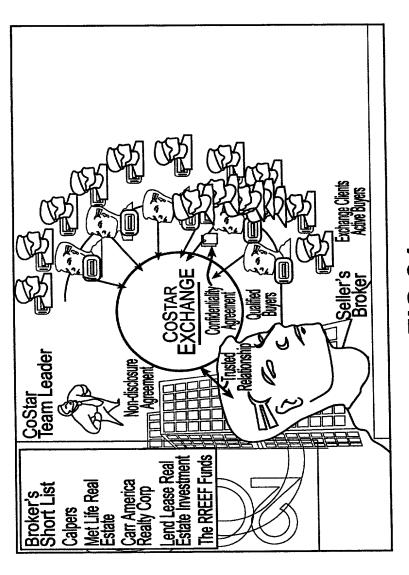


FIG.24

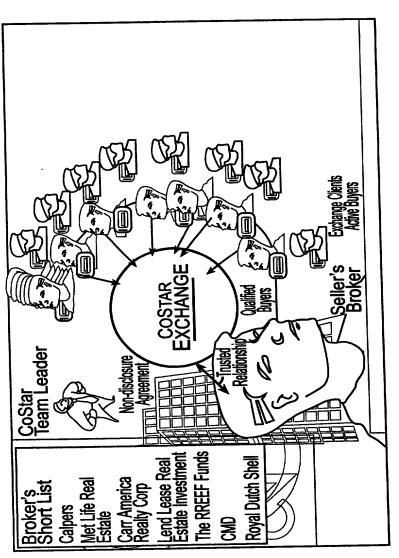


FIG.25

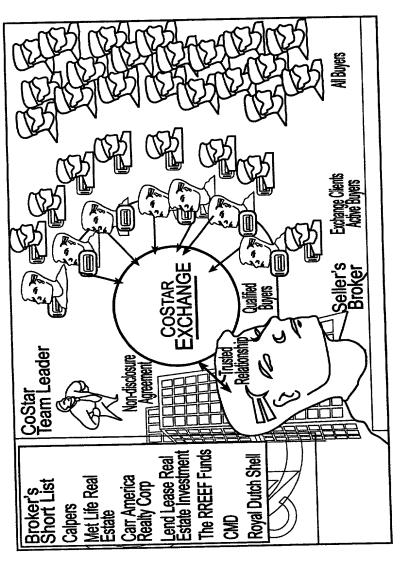


FIG.26

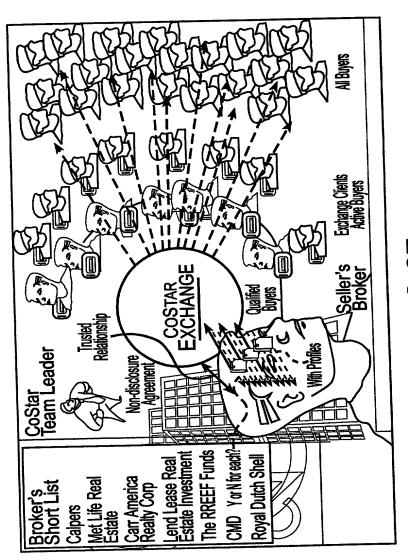


FIG.27

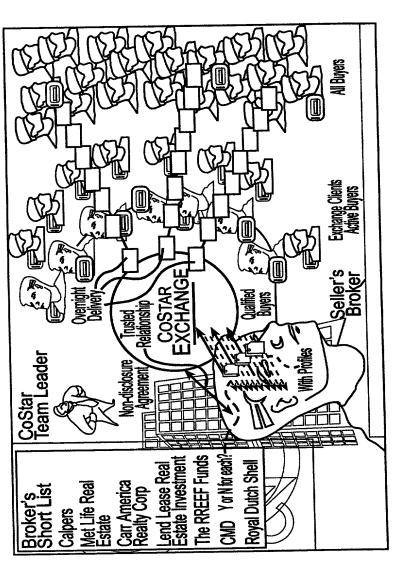


FIG.28

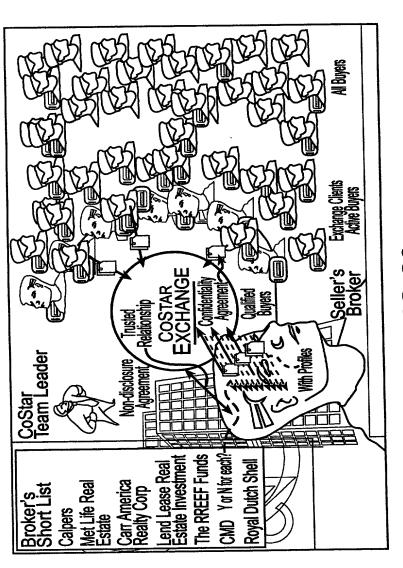


FIG.29

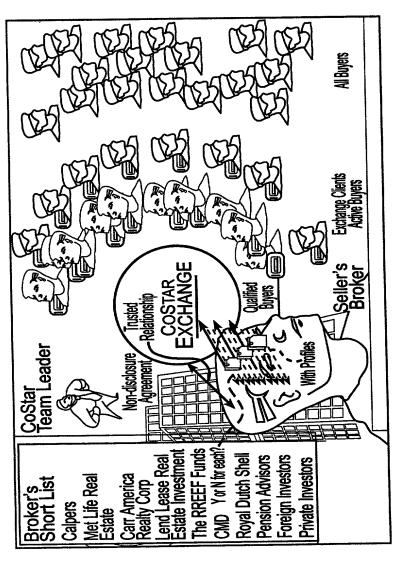


FIG.30

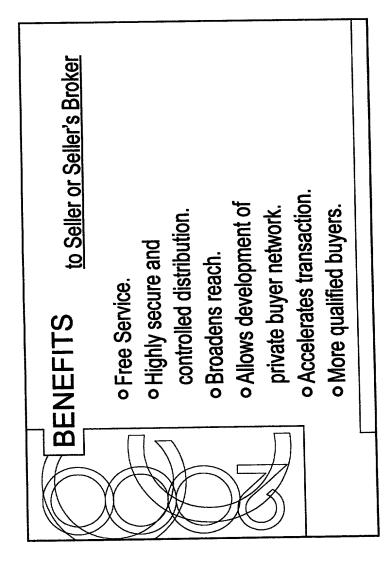


FIG.31

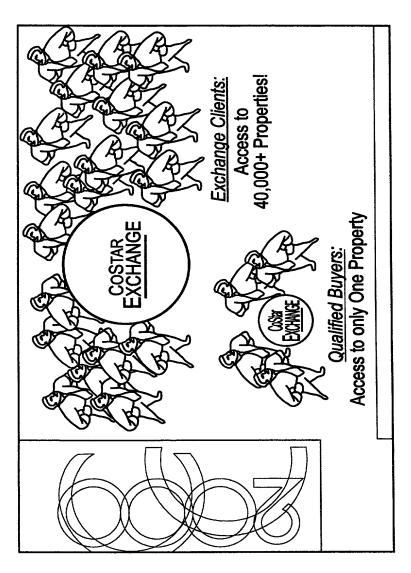


FIG.32

OUR REVENUE MODEL

o Subscription Service, similar to CoStar.

o Banner advertising revenue.

o Lender referral fees.

o Buyer/Seller matching Fees.

o Click through revenue.

o Enhanced listings fees.

o Cost savings on comps.com data collection.

FIG.33

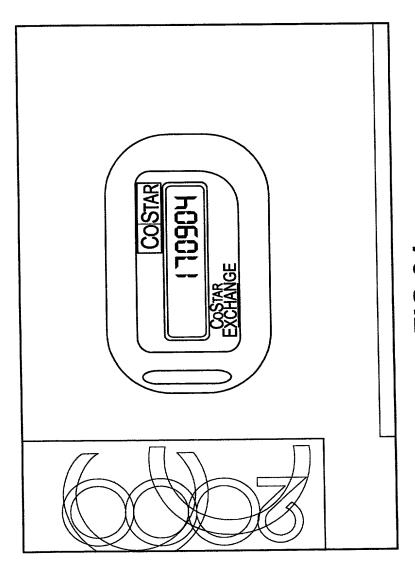


FIG.34

| | Back Forw | | | | Favorites H | Story | Mail | Print | Edit | RealGuide | |
|-----|---|--|-----------------------|--|--|--|---|---|---|--|--|
| 100 | Address http://w COSTAR GROUP News Market Trends Events Products Company Info Stcokholders Support Contact Us Employment Site Map 108 | For Sale Welcome to Lookup Pro Saved s professior buye Exchange 39,417 de widest ran | For Lease CoStar Exch | Tenants ange COS EXCHA 30.6 Billion Commercial Sale Propert atabase A ubscription me FAQ, Confider ms & contract ustry breakt intégrated envices ever | TAR ANGE & Investment ies add Listing mbership, stal listings, s, help hrough - with into the er offered. | making of the cashin in building service Regular Shopp Top E | g serious nation's g in at the vestmer g-baseces to burfull story ional in Court Story Are We EIT vents | by Mark Forget re s money largest p he stock in ts in the d provider sinesses. Growing? er REITs J | Heschme al estate, in the tele roperty ov market by relatively s of broad | tric yer these days REIT com business. So vners have been making targeted new proliferation iband communic | |

FIG.35

| ☐Saved search list | JSaved search list - Microsoft Internet Explorer File Edit View Eavorite Tools Help | | XIII |
|-----------------------|---|-----------------------------|---------------|
| COSTAR | AR VGE | | 4 |
| | Saved Searches Listed are searches that you previously saved. To view the results, click the Search Description. You can change the Notification for a search by clicking it's current status. | ick the Search Description. | |
| New Search | Description | Created Notific | Notification? |
| Saved Searches | ch 1 Office for M. Smith | 26 PM | YES |
| Aud Lisuing Alarte | Saved Search 2 Office in VA for Rob Jones 01/02/ | 01/02/99 08:23:22 PM YE | YES |
| Profile | Saved Search 3 Industrial for Mike 01/03/ | 01/03/99 11:54:48 AM N | NO NO |
| Buver Match | Saved Search 4 Industrial in DC 01/03/ | 01/03/99 02:45:51 PM N | NO NO |
| Forms/Contracts | Saved Search 5 Hotels for sale in NW region 01/03/ | 01/03/99 03:12:43 PM YES | SS |
| Demo | Saved Search 6 Vacant lots on east coast | 01/05/99 01:28:23 PM YE | YES |
| FAQ | Saved Search 7 Office, DC, MD, & VA 01/05/ | 01/05/99 06:31:30 PM YE | YES |
| Help | | | |
| | A Back to Results List A Back to Re | | |
| | | | |
| | | | · |
| | | temetal | Δ |
| | | | |

FIG.36

| □Alert Settings - M File Edit View | □Alert Settings - Microsoft Internet Explorer File Edit View Favorite Tools Help | XD T | XII. |
|---|---|------|------|
| COSTAR | R GE | | 4 |
| \ | Your Alert Settings | | |
| Lookup New Search | CoStar Exchange monitors your <u>Saved Searches</u> and Alerts you when hew insulitys are added which match your search criteria. | | |
| Saved Searches | □ Saved Alerts are off. | | |
| Alerts | ☐ There are currently 0 Saved Searches being monitored. | | |
| Profile | □ Alerts are sent to spark@rig.com | | |
| Buyer Match Forms/Contracts | ☐ CoStar Exchange will notify you once per day. | | |
| Demo | | | |
| FAQ | | | |
| | | | |
| | | | _ |
| Done | | -a- | |
| | | | |

FIG.37

| □ Professional Pro | ofile - Microsoft Internet Explorer | |
|------------------------|---|-----------|
| <u> File Edit View</u> | Favorite Tools Help | <u> </u> |
| CoSt EXCHA | FAR NGE | <u></u> △ |
| | Professional Profile | _ |
| Lookup New Search | Your Professional Profile will help us customize your interactive experience on this site. Please fill it ou completely. Enter any information you believe helps us to accurately reflect your professional background in commercial real estate. | it und |
| Saved Searches | All information is confidential. Your profile will be shared only with your approval who | en l |
| Add Listing | All information is confidential. Your profile will be shared only with your approval whe you request Propriety Listing Information or submit capabilities indentification. Please read <u>privacy policy</u> for more details. | |
| Alerts | - \ Thank You. | |
| Profile | First Name: Quentin Last Name: Foster | - |
| Buyer Match | - Title: | 1 |
| Forms/Contracts | Company: E-mail Address: | |
| Demo | Telephone: | |
| FAQ | Fax: | |
| Help | Address 1: Address 2: | |
| | City | - 1 |
| | Staté: | |
| | Principal: ● | 1 |
| | Broker: O Other CRE Professional: O | |
| | Memberships: CCIM □ | 1 |
| | Property Interest: Office Industrial | |
| | □ Multi-Family □ Hospitality □ Retail □ Land □ Other | |
| | Location Interests: | |
| 1 | <u> </u> | 1 |
| | Transaction Range (\$): to | |
| | Purchase Structure: Leveraged Cash | |
| | Transaction History: Please summarize up to 10 key transactions you have been involved in during the past two years. | } |
| | have been involved in during the past two years. Include for each: | |
| | property value, type, city and closing date(s). | |
| | (e.g. \$4,500,000 Office, LA, 3/99) | - |
| | ∀ | |
| | I'm interested in: Subscription Membership | |
| | ☐ Listing Properties in Exchange ☐ Banner Advertising ☐ Submit | |
| □Done | | |

FIG.39

| X | | ٥ | | Δ | l |
|--------------------------------|--|---|--|---|-------|
| X ' | _ | | | | |
| . Historical Internet Conferen | U Cince Uverview - Microsout Internet Explorer | Confidential Manhattan, NY Class A Office Building Offered at \$205,000,000 | | | |
| | mice Overvier Form | COSTAR | 2 of 257 Next Back Results Remove Print New Search | | |
| ΙÌ | 二 | -1 LLJ | | | ᆜ |

FIG.40

| ☐Office Overview | - Microsoff Internet Exolorer |
|------------------|--|
| File Edit View | File Edit View Favorite Tools Help |
| COSTAR | Confidential Manhattan, NY Class A Office Building Offered at \$205,000,000 |
| 2 of 257 | Proprietary Listing Information |
| Next Back | Access to this listing has been limited by the Listing entity. |
| Reŝults | Request Pending |
| Remove Print | Your request for access to the listing information on this property is being reviewed by the Listing entity. |
| New Search | A response is expected shortly. |
| | |
| | |
| □Done | |

FIG.41

| | A \$205,000,000 | | Request Withheld | Access to the listing information on this property has been withheld by the Listing entity. You will be notified immediately when there is a change in status. | |
|--|--|---|------------------|---|-------|
| □Office Overview - Microsoft Internet Explorer File Felit View Favorite Tools Help | COSTAR Confidential Manhattan, NY Ciass A Office Building Offered at \$205,000,000 | 2 of 257 Proprietary Listing Information Next | | Remove Access to withheld to Print You will by New Search in status. | □Done |

FIG.42

| | 1 | | D D |
|--|------------|--|-------|
| Internet Explorer | | Enter Property Address, Name, Building Park, City, Submarket, Listing Company, or Listing Number to find: Now, enter the State you are looking in: Alabama Valabama | |
| ☐CoStar Exchange Homepage - Microsoft Internet Explorer File Edit View Favorite Tools Help | AAR VGE | Property Look Up | |
| Costar Exchange File Edit View | COSTAR | Lookup Search Saved Searches Add Listing Alerts Profile Buyer Match Forms/Contracts Demo FAQ Help | □Done |

FIG.43

| perty Look Up Results List Fess Central Park Pt Central Pt | \$12.500.000 \$5.200.000 \$5.000.000 \$2.500.000 \$2.5500.000 \$8.5500 \$6.500 | 228 Price/S | Cap (2a) | Vince Office Indust |
|--|---|--|-----------|---------------------------|
| Address City 1287 Central Park Plz O'Fallon 520 S Latavette Park Plz O'Fallon 520 S Latavette Park Pl Cos Angeles 16350 Park 10 Pl Houston 16360 Park Place Blvd Houston 1900 Park Pl Cong Beach 5121 Parkway Plaza Blvd Charlotte 6-9 Park Pl Cod Lodi | \$12.500.000 \$5.200.000 \$5.001.220 \$5.000.000 \$2.550.000 \$8.500 | <u>A</u> | de Can | Type Office Indust |
| 1287 Central Park Ptz O'Fallon 520 S. Jafavette Park Pt Os Angeles 16350 Park 10 Pt Houston 16360 Park Pt Ost Delication 16360 Park Pt Ost Delication 1912 Park Pt Ost Delication 1915 Pt Ost Delication | \$12500000 \$5200000000000000000000000000000 | | 00. | |
| 16350 Park 10 Pl 8701 Park Place Blvd Houston 16360 Park 10 Pl 790 Park Pl 5721 Parkway Plaza Blvd Charlotte 6.9 Park Pl 1975 Park Pl Atlanta | \$5.071,220 \$4.878,650 \$3.200,000 \$875,000 \$875,000 \$875,000 \$3.550 \$875,000 \$3.550 \$3. | | 1.00 | Office Indust |
| 8701 Park Place Blvd Houston 16360 Park 10 Pl Houston 790 Park Pl 5121 Parkway Plaza Blvd Charlotte 6-9 Park Pl 1975 Park Pl N Atlanta | \$5,000,000 \$4,878,650 \$2,500,000 \$875,000 \$875,00 | 200 | | Indust |
| 20 Park 10 Pl Park Pl Parkway Plaza Blvd Charlotte Park Pl Park Pl Park Pl | \$4 878 650 \$3 200 000 \$2 550 000 \$875.00 | | V V | |
| Park Pl Parkway Plaza Blvd Charlotte Park Pl Park Pl N Atlanta | \$2,550,000 2 \$2,550,000 2 \$875,00 2 | — / * — / / * | 3 | 9 0 0 |
| Park Plus Bry Coling Park Plus Plus Attanta | \$875.00 2 | XX 6444 | | S O |
| Park PIN Atlanta | | 7 | | ndust |
| | GA \$600.00 10.3 | 52 \$5 | | Office Office |
| 1/62/ Park Place | MI \$525.00 1 | .00 | | ndust |
| N Id | GA \$450.00 6.0 | 00 | 1 | 8 <u>3</u> |
| Park Pl Kissimmee | F 8450.00 | | 1 | pue |
| Wilming | | 00 \$14 0 | | 8 |
| 71362 Monier Park Pl Rancho Cordova | \$20.00 \$20.00 \$35.00 | + | \dagger | nousi |
| 495 Park Planier Dark Di Pancho Cordena | X | 50 35 | | ndust |
| | \square | \$ 00 | | and |
| J. | CA | | | and |
| Jark Dr @ Connerfi | × | | | and |
| aza Dr | CA | | | Land |

FIG.44

| | 4 | Þ |
|--|--|------|
| | 38,711 < Update Count Matching Properties Go To Step 2 Land Land | |
| net Explorer | Results Industrial Multi-Family | |
| 1CoStar Exchange Homepage - Property Search - Microsoft Internet Explorer File Edit View Favorite Tools Help | Saved Search Great Great Great Search Great Gr | Ī |
| Homepage - Property Favorite Tools Help | Search Step 1 Property Type New Search Select the type of property you are searching for. | |
| ☐CoStar Exchange File Edit View | COSTAR Home 1 Property 2 Location 5 Market 6 Results | Done |
| | 1102 | |

FIG.45

| | 38,711 < Update Countil Matching Properties | State State Submarket Submarket | |
|--|---|--|-------|
| CoStar Exchange - Location Search - Microsoft Internet Explorer File Edit View Eavorite Tools Help | 1 | Saved Search County | i |
| Location Search avorite Tools He | Search Step 2 Location | Select a geographic method to search. Or do a Global Search | |
| CoStar Exchange File Edit View E | COSTAR | Home 1 Property 2 Location 3 Price 5 Market 6 Results | □Done |

FIG.46

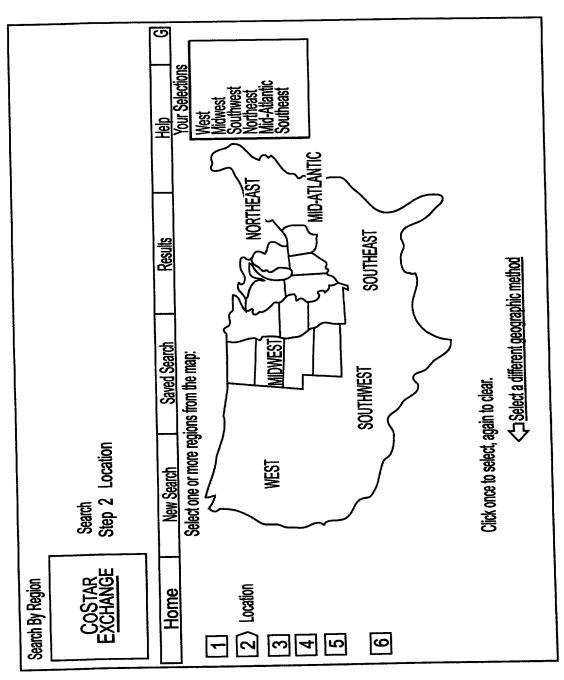


FIG.47

| | http://208.205.186.21/ExchangeS/Query/Search/PriceOffice.asp - Microsoft Internet Explorer Laborate Tools Help | 区 |
|------------|--|---|
| COSTAR | Search Sten 3 Price Matching | 4 |
| Home | Saved Search Results Help | |
| | cial | |
| | (Key Indicators | |
| 2 Location | Sale Price | |
| 3 Price | Price/SF \$ 10 Cap Rate | |
| 7 | Annual Income Values | |
| ا | Š | |
| | Net Operating Income \$ 10 Pre Tax Cash Flow \$ 10 Pre Tax Cash Flow | |
| | Financing | |
| | Down Payment \$ To | |
| | \$ \$ | |
| | Ì | |
| | | |
| | | |
| | ints | |
| | % 01 e | |
| □Done | | П |
| | | |

FIG.48

| □CoStar Exchang | e - Size Search - Microsoft Internet Exp | olorer | | _X | <u>₹</u> |
|--|---|--|-------------|---------------------|----------|
| <u> File Edit View</u> | Favorites Tools Help | | | | |
| COSTAR EXCHANGE | <u> </u> | | | latching Properties | Δ |
| Home | New Search Saved Search | Results Co-Ctor Tychongo to Fod | <u>Help</u> | Go To Step 5 | |
| 1 Property 2 Location 3 Price 4 Size 5 Market 6 Results QC | Specify the size and features you want Size Total Rentable Space SF Typical Floor Size SF Stories Characteristics Year Built Year Built or Renovated Total Available SF Percent Leased Asking Rental Rates/SF Building Class Use Occupancy Occupancy Building Status Flex Buildings | CoStar Exchange to find. To T | % | | |
| | Company | | | | |
| | Listing Brokerage Company | | | | |
| | | | | | ▽ |
| □Done | | | | <u> </u> | |

FIG.49

| New Search Saved Search Results Help Get Results | □CoStar Exchang | e - Market Search - Mic | crosoft Internet Ex | plorer | | | |
|--|-----------------------|-----------------------------|---------------------|-------------------------|------|---------|-------------|
| New Search Saved Search Results Help Get Results | <u>File Fait yiew</u> | <u>Favorite loois rieip</u> | | | | | |
| New Search Saved Search Results Help Get Results | COSTAR | Search | | | 3 | • | date Count |
| Home | EXCHANGE | Step 4 Size | | | | | |
| Property Location Vacancy & Absorption Vacancy Rate In Region To % % % % % % % % % | Home | | | | | | |
| 2 Location Vacancy Rate In Region To % % Natural Size Point Increase Last 12 Months In Region To % % Natural Rates To % % Natural Region To % % Natural Region To % SF Natural Region To % Natural Region Natural Region To % Natural Region | | · | | CoStar Exchange to find | | | |
| Size Point Increase Last 12 Months In Region To State To | | | | l | | | |
| Size | | Vacancy Rate | | | | | |
| Submarket | | Doint Increses I | | | | | /0 |
| S Market Results Point Decrease Last 12 Months In Region To In Submarket To SF In Submarket To In | | Folia inorease L | | | | | |
| Results | | Point Decrease | ast 12 Months | In Region | To [| | |
| In Submarket | | · | | In Submarket | of | | |
| 12 Months Net Absorption | <u> QC </u> | 12 Months Gross | s Absorption | In Region | | | |
| In Submarket | | 40 Maniha Mai A | haamian | | | | |
| Asking Rental Rates/SF In Region In Submarket In Submarke | | 12 Months Net P | DSOIPHON | | | | |
| Asking Rental Rates/SF In Region S | | | | | | | |
| Inventory Ratios | | Asking Rental R | ates/SF Ir | Region \$ | To [| and ii) | |
| Ratio of Net Absorption/Inventory In Region | | | | Submarket \$ | To | | |
| In Submarket | | | | | | | |
| Ratio of Gross Absorption/Inv In Region To In Submarket In | | Ratio of Net Abs | orption/Inventory | In Region | | | |
| Ratio of Under Construction/Inv In Region To In Submarket | | Ratio of Gross A | heomtion/Inv | | | | |
| Ratio of Under Construction/Inv In Region | | 1/400 01 01033 7 | poorbionina | In Submarket | | | |
| Inventory Total Building Inventory SF In Region To | | Ratio of Under (| Construction/Inv | In Region | To [| | |
| Total Building Inventory SF In Region To In Submarket In Submar | | | | In Submarket | To [| | |
| Average Building Size SF In Region To In Submarket In | | [Inventory | | | | | |
| Average Building Size SF In Region To In Submarket In | | Total Building In | ventory SF | In Region | | | |
| In Submarket To Number of Buildings In Region To Under Construction SF In Region To In Submarket In Submark | | A Dullalia | - O' OF | | | | } |
| Number of Buildings In Region To In Submarket | | Average Buildin | g Size St | | | | |
| In Submarket To Under Construction SF In Region To In Submarket To In Submarket To In Submarket To In Submarket In Submark | | Number of Build | linas | | | | |
| In Submarket To | | realized of pullo | 190 | In Submarket | | | |
| | | Under Construc | tion SF | | | | |
| | | | | in Submarket | | | |
| C C CORP. | □Done | | | | | | |

FIG.50

| CoStar Exchange - Search Results - Microsoft Internet Explorer CIDIXI File Edit View Favorite Tools Help Costar Explorer Costar E | Your Search Results More than 250 properties found New Search Save Search Add Property Remove Property View Details > | Address City St Price SF Size Price/SF Cap Class Address City St Price SF Size Price/SF Cap Class Address City St Peachtree St NE Address City St Peachtree St NE Address GA St Price SF Size Price/SF Cap Class Company Peachtree St NE Address GA St Peachtree S | |
|---|---|--|-------|
| □CoStar Exchan | COSTAR EXCHANGE Home | Property 1 Property 3 Price 4 Size 6 Results 10 Print | □Done |

FIG.51

| | 4 | | | | | | D |
|---|-----------|---------------|---|---|--|------|------|
| 1 | | Related Tasks | Setup my Alerts | Work with Other Searches Tve saved | | | |
| Saved Searches - Microsoft Internet Explorer File Edit View Favorite Tools Help | JR JGE | Sayed Search | Saving your search saves the conditions of the current search making it easy for you to re-run this search again later. | 1 Enter a descriptive name for this search. You'll use this name to find it again later. Saved Search #1 | Would you like CoStar Exchange to automatically Alert you when new properties are added that match the conditions in this search? Yes ONo | Save | |
| ☐Saved Searches - Microso | COSTAR | | Lookup New Search | Saved Searches Add Listing Alerts | Buyer Match Forms/Contracts Demo FAQ | Help | Sec. |

FIG.52

| | TAAJAM (D. D. L | |
|--------------------|--|---------------|
| COSTAR | 9911 West Pico Blvd | |
| COSTAR EXCHANGE | CenturyParkCenter LosAngeles,California | |
| | ClassAOfficeBuildingof282,000SFOfferedat\$49,500,000 | |
| of | Overview Financial Tenants Market Comps Map | |
| Next | Investment Summary | |
| | Price: \$49,500,000 Building Size: 282,000\$ | F |
| Back | Price/SF: \$175.98 Land Area: 16,560\$ Cap Rate: 8,52% Year Built: 1973,Renov198 | 7 |
| Results | Percent Leased: 96.0% Sales Status: UnderContract | it |
| Remove | Building (Highlights | |
| | The propertyoffersupsidepotentialintherentalincome. Ithasmaintainedhistorically highoccupancyof90% orgreater. Credittenants account for 65% of the leased space an included Source Capital and several others. The building was completely renovated in 1987 at a cost of over\$6,000,000. | \Box |
| Print | highoccupancyof90%orgreater.Credittenantsaccountfor65%oftheleasedspacean | d |
| New Search | 1 1987 atacostofover\$6,000,000. | |
| | Property Description | |
| | Lobby Building Size: 282,000\$F Building Class: Class | Ą |
| | Number of Floors: 16 Land Area: 16,560S Typical Floor Size: 13,200SF Lot Dimensions: 120x18 | נה נה |
| | Core Factor: 11.4% Building FAR: 13. | 2 |
| | Elevators: 4 Zoning: LAC2-IVL8 | 10 |
| | Percent Leased: 96.0% Parking Ratio: 3.8:1000\$ |) E |
| | Floor Plan Available Space: 55,731SF Open Parking: 33 | 50 |
| | Vacant Space: 23,000SF Covered Parking: 72 Number Tenants: 33 Parking Spaces: 1,00 | 22 |
| | Avg Tenant Size: 8,545\$F Parking Rates: \$120Reserve | ed |
| | | \dashv |
| | ► Tenantsenjoyoceanviewsandmountainviewsfromallfloors. Thepropertyis convenientlylocatedbetweenCenturyParkEastandRoxburyDrive. | |
| | Aerial Assessment Values | |
| | Assmt Land: \$24,150,000 Property Tax Rate: 1,02 | 3% |
| | Assmt Improvements: \$10,350,000 Annual Property Tax: \$560, Total Assmt: \$34,500,000 Property Tax/SF: \$2 | 000 2.01 |
| | | |
| | Metro Market: Los Angeles | \dashv |
| | Map Country: Los Angeles | |
| | Submarket: West Los Angeles | - |
| | Zip Code: 90035 | |
| | Map Book/Page: 41-C-15 | |
| | Block/Lot: NotSpecified Parcel Number: 413-01-297 | |
| | | |
| | ⊳ Commentsaboutthelocationwillgohere | |
| < | \ | |

CONT. ON FIG. 53B

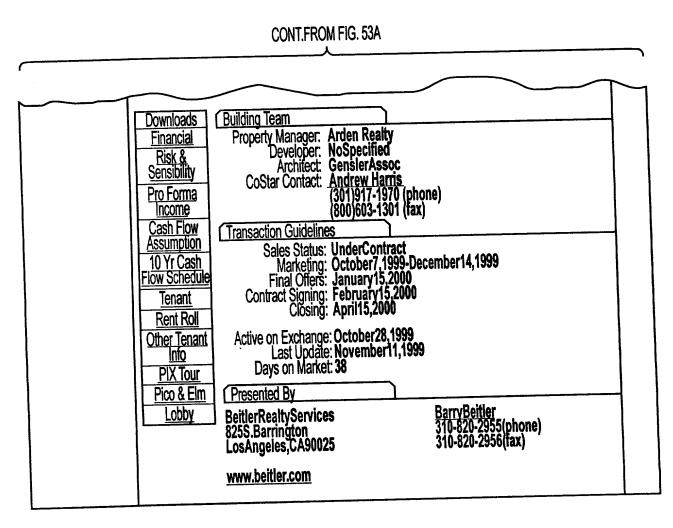


FIG.53B

| | Microsoft Internet Explorer | | | _ 0 |
|-----------------------|---|--------------------------------|-------------------------------|--------------------------|
| <u>File Edit View</u> | <u>Favorite</u> <u>Tools</u> <u>Help</u> | | | |
| COSTAR EXCHANGE | 9911 West Pico Blvd. Century Park Center LosAngeles, California A 282,000 SF Office Building | Offered at \$49,500,000 | | |
| 2 of 257 | Overview Financia | Tenants Y | Market Y Comps | Y Map |
| Next | Financial Overview | | <u> </u> | |
| Back | Price: Price/SF: | \$49,500,000 \$175.98 | Use: Cap Rate: | Income Property 8.52% |
| Results | Financial Worksheet | | <u> </u> | |
| Remove | L | | e" to refresh the section wit | |
| Print | Down Payment: | \$2,308,150 | Price: \$ | 20,000,000 |
| New Search | New Loan: Net Operating Income: | \$20,000,000.00 \$1,000,000 | Cap Rate: Down Payment: | 5.00 % 30 % |
| NEW Sealur | Loan Payment: | \$520,012 | Interest Rate: | 0.00 % |
| | Pre-Tax Cash Flow: | \$172,433 | Loan Term: | 30 |
| | Income & Expense | | ¬ [| Calculate |
| | Gross Income: | \$6,627,000 | Taxes: | \$560,000 |
| | Other Income: | \$0,027,000 \$1,405,000 | insurance: | \$109,784 |
| | Vacancy Allowance: | \$(401,600) | Utilities: | \$871,090 |
| | Operating Expenses: | (\$3,418,200) | Wages: | \$423,691 |
| | Net Operating Income: | \$4,218,200 | Maintenance: | \$409,000 |
| in | Loan Payment: | \$(3,381,948) | Management: | \$275,000 |
| | Pre-Tax Cash Flow: | \$836,252 | Misc/Reserves: | \$813,635 |
| | Current Asking Rent/SF: | \$26.10 | Total Est Expenses: | (\$3,412,200) |
| | Est Average Rent/SF: | \$23.50 | Est Expenses/SF: | \$12.10 |
| | Existing Financing | | <u> </u> | - |
| | Lender: | First Union | Existing Loan: | \$925,000 |
| | Loan Payment: | \$88,368 | Interest Rate: | 8.0 |
| | Due Date: | November 1, 2027 | Loan Term: | 30 |
| □ Done | | | | Onternet |

FIG.54

| □ Office Tenants - Microsoft Internet Explorer □ | | 团 |
|--|----|-------------|
| I File Edit View Favorite Tools Help | Π | ٦ |
| COSTAR EXCHANGE Section 1. Section 2. Contarty Park Center LosAngeles, California A 282,000 SF Office Building Offered at \$49,500,000 | | Δ |
| 2 of 257 Overview Y Financial Y Tenants Y Market Y Comps Y Map | | |
| Next Tenants Tracked Tenant information provided by CoStar Tenar | _ | |
| Back Suite Tenant Occupancy SF Bldg % Industry Expires Est Re | | |
| Results 205 Micromedia New England 13,850 4.9% Media | | |
| Remove 550 Source Capital 13,841 4.9% Financial | _ | |
| Print 200 24 Hour Fitness Retail ⇒ 300 Hoover & Chase Attorneys Legal | _ | |
| Print 200 24 Hour Fitness Refail New Search 920 Eagle Financial Legal 1600 Mario's Nightclub Service | _ | |
| Tenant Subtotals: 74.880 26.5% | _ | |
| Tenant Subtotals: 74,880 26.5% Unspecified Tenants: 147,389 52.3% Vacant Space: 55,731 19.8% Building Total: 282,000 100.0% | _ | |
| | | |
| Tenant Analysis Tenants in Building: 33 Percent Occupied: 96.09 | | |
| Tenants in Building: 33 Percent Occupied: 96.09 Average Tenant Size: 8.554 SF Est Rollover Next 12 Months: 25,450 S Average Lease Term: 31 Months Est Rollover next 36 Months: 36,500 S Est Average Rent/SF: \$23.50 Current Asking Rent/SF \$26.1 | F | |
| Tenant Notes | | |
| Any tenant notes will go here and if there are none, this section will be supressed. | | |
| | ПЬ | |
| □ Done □ □ □ □ ointernet | | |

FIG.55

| | licrosoft Internet Explorer | | | | | 区 |
|-----------------------|---|---|--|--|--|-----|
| <u>File Edit View</u> | <u>Favorite Tools Help</u> | | | | | _ |
| COSTAR EXCHANGE | 9911 West Pico Blvd. Century Park Center Los Angeles, California A 282,000 SF Office Building Offe | ered at \$49,50 | 0,000 | | | |
| 2 of 257 | Overview Financial | Tenants | Market | Comps | Map | 1 1 |
| N e xt | Size Vacancy | | | formation provided b | y CoStar Property | |
| Back | | Subject | Class A Office Properties | Office Properties | Office Properties | |
| Results | Number of Buildings: | Property 1 | West LA 320 | West LA | Los Angeles 7,225 | |
| Remove | Number of Buildings: Total Rentable Space: | 282,000 SF | 42,084,970 SF 131,515 SF 7,500 SF 21 YRS | 1,268 61,790,134 SF 48,731 SF 7,105 SF 19 YRS | 338,590,353 SF 46,864 SF 6,642 SF 17 YRS | |
| Print | Average Building Size: Average Tenant Size: | 282,000 SF 282,000 SF 8,545 SF 26 YRS | 7,500 SF | 48,731 SF 7,105 SF | 40,604 SF 6,642 SF | |
| New Search | Average Building Age: | 26 YRS | 21 YRS | 19 YRS | | 11 |
| HOH OCCION | Percent Leased: | 96.0% | 94.6% | 91.0% | 85.8% 9.476 58,802,084 SF 22,000 SF 42,846,930 SF 23,000 SF | |
| | # Available Spaces: Available Space: | 23,000 SF 23,000 SF 23,000 SF 23,000 SF 23,000 SF | 4,372,598 SF 36,500 SF 2,932,402 SF 35,000 SF | 7,836,351 SF 21,500 SF 4,483,173 SF 24,500 SF | 58,802,084 SE | |
| | Available Space: Avg Available Space: Vacant Space: | 23,000 SF 23,000 SF | 36,500 SF 2,932,402 SF | 21,500 SF 4,483,173 SF | 22,000 SF 42,846,930 SF | |
| | Avg Vacant Space: | 23,000 SF | 35,000 SF | 24,500 SF | 23,000 SF | |
| | Vacancy Rate: | 8.20% | 5.40% 8.70% | 6.20% 8.50% | 11.75% | |
| | Vacancy YAG: Vacancy Rate vs YAG: | 8.20% 4.60% -3.60 | 8.70% +3.30 | 6.50% +2.30 | 11.75% 13.20% +1.55 | |
| | Inventory/Absorption | | <u> </u> | | | H |
| | | Subject | Class A Office Properties West LA | Office Properties | Office Properties | |
| | | Property | | West LA | Los Angeles | |
| | Total Existing Space: Under Construction: | 282,000 SF | 40,290,320 SF 1,135,000 SF 391,328 SF 268,322 SF 42,084,970 SF | 59,711,779 SF 1,193,000 SF 559,972 SF 325,383 SF 61,790,134 SF | 326,853,331 SF 3,783,310 SF 1,718,345 SF 6,235,367 SF 338,590,353 SF | П |
| | Renovation: | Ŏ | 1391,328 SF | 1,559,972 SF | 1,718,345 SF | 1 1 |
| | Proposed: Total Rentable Space: | 282,000 SF | 42,084,970 SF | 61,790,134 SF | 338,590,353 SF | |
| | 12 Months Gross Absp: | 40,174 SF 15,656 SF | 3,698,607 SF 848,195 SF | 15,811,532 SF 3,604,829 SF | 24,260,592 SF 2,302,255 SF | |
| | 12 Months Net Absp: Price/Rate | 10,000 SF | 040,130 or | 3,004,029 31 | 2,302,200 35 | |
| | I Hoerivate | | Class A | 00 F " | A# B " | |
| | | Subject Property | Office Properties West LA | Office Properties West LA | Office Properties Los Angeles | |
| | Avg Asking Price/SF: | \$175.98 | \$181.90 | \$128.60 | \$101.55 | |
| | Avg Asking Rents: | \$26.10 | \$30.60 | \$30.36 | \$28.25 | |
| | Avg Asking Rents YAG: Rent Change vs YAG: | \$26.10 \$28.10 +\$2.00 | \$30.60 \$34.85 +\$3.45 | \$30.36 \$32.57 +\$2.51 | \$28.25 \$29.85 +1.16 | L |
| | | | T | | ated October 28,1999 | 9 🔻 |
| □Done | | | | | ○Internet | |

FIG.56

| | <u></u> | 区 |
|-------------------------|--|----------|
| <u> File Edit View</u> | Favorite Tools Help |] |
| CoStar EXCHANGE | 9911 West Pico Blvd. Century Park Center Los Angeles, California A 282,000 SF Office Building Offered at \$49,500,000 | |
| 2 of 257 | Overview Financial Tenants Market Comps Map | |
| Next | Comparable Sale Properties Comparable Sale Properties Comparable Sale Properties | <u>.</u> |
| Back | Show Comparable Properties Sorted by: 2306 | 1 1 |
| 1 | Address City Distance Building Size Year Built Sale Price Price/SF Cap Rate Sale Date | |
| Results | 9911 West Pico Blvd - Los Angeles, CA 90401 Puilding Close: Close A Office Price: \$40,500,000 | |
| Remove | Building Class: Class A Office Price: \$49,500,000 Building Size: 245,413 SF Price/SF: \$199.83/SF | |
| Print | # of Floors: 16 Floors Cap Rate: N/A | |
| New Search | Full Details | |
| INCM Ocalui | 100 Wilshire Blvd • GTE Building • Santa Monica, CA 90401 | |
| | Building Class: Class A Office Sold Price: \$90,000,000 Building Size: 245,414 SF Price/SF: \$177.65/SF | |
| | 11 単章目 1 # of Floors: 16 Floors Cap Rate: N/A | |
| | Buyer: Lehman Brothers Partnership Corporation | |
| | 0.1 miles from Subject Truit Details | |
| | 401 Wilshire Blvd • First Federal Square • Santa Monica, CA 90401 Building Class: Class A Office Sold Price: \$90,000,000 | |
| | 1 Building Size: 325,249 SF Price/SF: \$177.65/SF | |
| | # of Floors: 16 Floors Cap Rate: N/A Year Built: 1971 Sale Date: June 5, 1996 | |
| | Buyer: Douglas Emmett Full Dataila | |
| | 0.1 miles from Subject [Full Details] 11755 Wilshire Blvd • Wilshire Landmark I • Los Angeles, CA 90401 | |
| | Building Class: Class A Office Sold Price: \$90,000,000 Building Size: 317,249 SF Price/SF: \$173,77/SF | |
| | Building Class: Class A Office Sold Price: \$90,000,000 Building Size: 317,249 SF Price/SF: \$173,77/SF # of Floors: 16 Floors Cap Rate: 8.00% Year Built: 1986 Sale Date: June 15, 1998 | 1 |
| | Year Built: 1986 Sale Date: June 15, 1998 | |
| | Buyer: CALSTRS 0.4 miles from Subject Full Details | |
| | 1900 Avenue of the Stars • Wilshire Landmark I • Los Angeles, CA 90401 | |
| | Building Class: Class A Office Sold Price: \$90,000,000 | |
| | 「上冊曲冊曲」 | |
| | Year Built: 1969/1992 Sale Date: June 28, 1998 | |
| | 0.5 miles from Subject | |
| | 2302 2304 | - |
| | | |
| □Done | | |

FIG.57

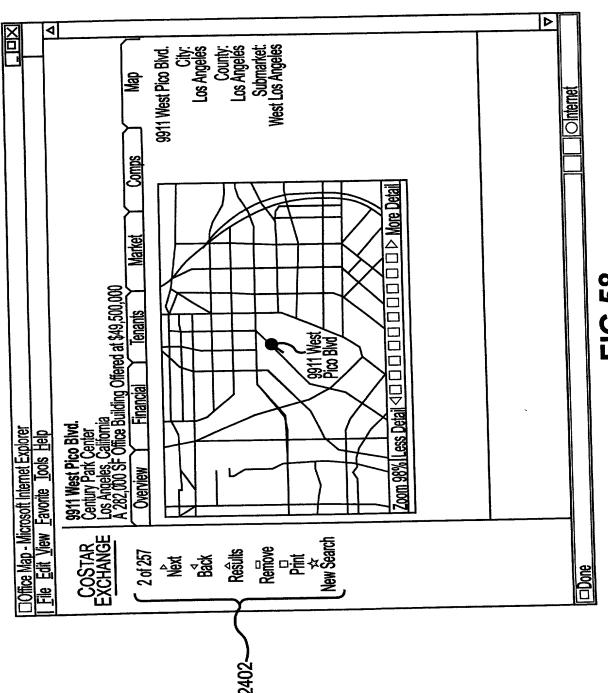


FIG.58

If you prefer to fax your questionnaire, click on the link to download the corresponding form in PDF format*. Site Map Site Map Contact Us Please note: Data that is submitted by this questionnaire will be transmitted to CoStar Group's Research Division for entry into CoStar Property. For more information, please contact CoStar Group at info@costargroup.com. Contact Us Contact Us Photo Restrictions Support Support Please select the type of property you wish to profile in CoStar Property: Products & Services Corporate Info Product & Services Corporate Info Privacy Policy **Building Questionnaires** For Lease Properties o For Sale Properties o Coming Soon! Terms of Use o <u>Office</u> o Industrial GROUP COSTAR

FIG.59

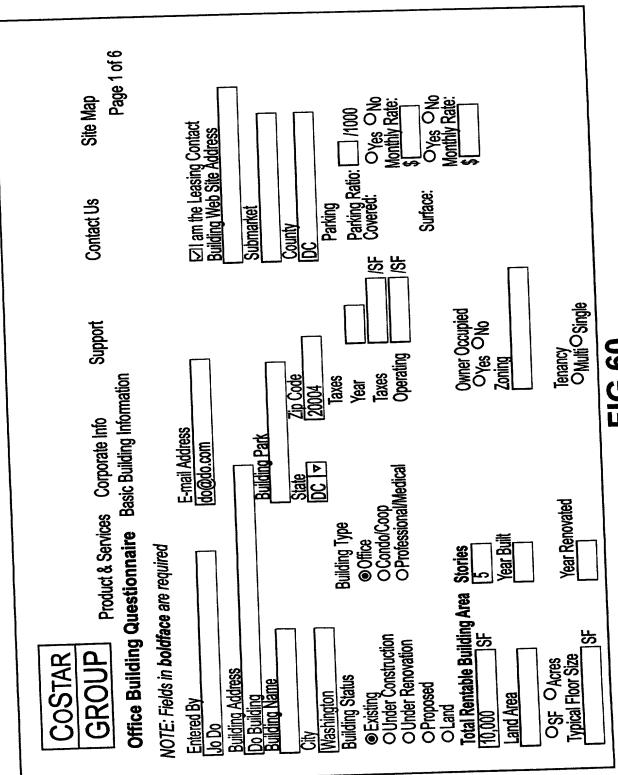


FIG.60

| | uite Level Information >>> | ntact Us Site Map | Contact Us |
|---------------------------------|----------------------------|---------------------|--|
| | | 8 | ctions |
| · | Cle | Support | Photo Restrictions |
| | | Corporate Info | Privacy Policy |
| Elevator Passenger # Freight | ** | Products & Services | |
| Loss/Core Factor | | Home | Terms of Use |
| | | | Elevator Passenger # Clear Clear |

FIG.61

| COSTAR GROUP Product & Services Corporate Info Support Office Building Questionnaire Suite Level Information | Contact Us Site Map Page 2 of 6 |
|--|--|
| Square Feet Available Total Total Nax Contiguous Floor Suite Suite | Space Type: Space Use: © Relet/Direct © Office ONew O Office/Retail O Sublet O Retail O Medical |
| Rent/SF(O Annually O Monthly) \$ To \$ To \$ To \$ To Suite Notes: | Sublet Through Date |
| | Listing Contacts >> |
| و ا | Contact Us Site Map |
| Terms of Use Privacy Policy Photo Restrictions | ns Contact Us |
| | |

FIG.62

| | | FIG.63 |
|---|---|--|
| Contact Us Site Map Page 2 of 6 | Space Type: Relet/Direct Sublet Through Date Space Type: Space Use: Relet/Direct O Relet/Direct O Sublet O Sublet Sublet through Date Sublet through Date O Sublet O Sublet O Medical D Sublet O Sublet O Medical D O Sublet O D Medical D O Sublet O D Medical D O D Medical | Listing Contacts >> |
| s Corporate Info Support Suite Level Information | Square Feet Available Square Feet Available Square Feet Available Square Feet Available Occupancy Occupancy 120 Days | Clear Save Suite Info |
| Ŏ. | Smallest 5,000 ices Occupancy 120 Days Suite Small Small Small Smally O Monthly Services | Available: 5,000 in Building: 5,000 Available: 2,500 Avai |
| COSTAR | Floor Sulte Notes: Suite Notes: Suite Notes: Suite Notes: | Space Summary: Total SF Available Min. Contiguous A Max. Contiguous Cancel |

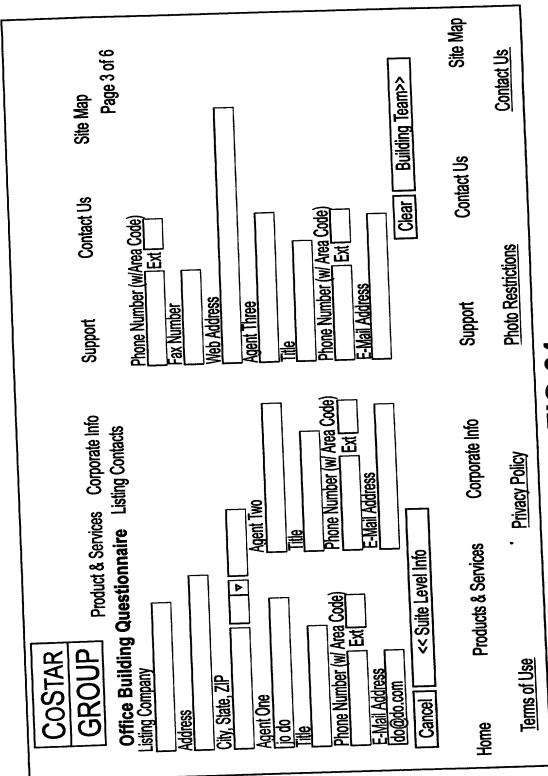


FIG.64

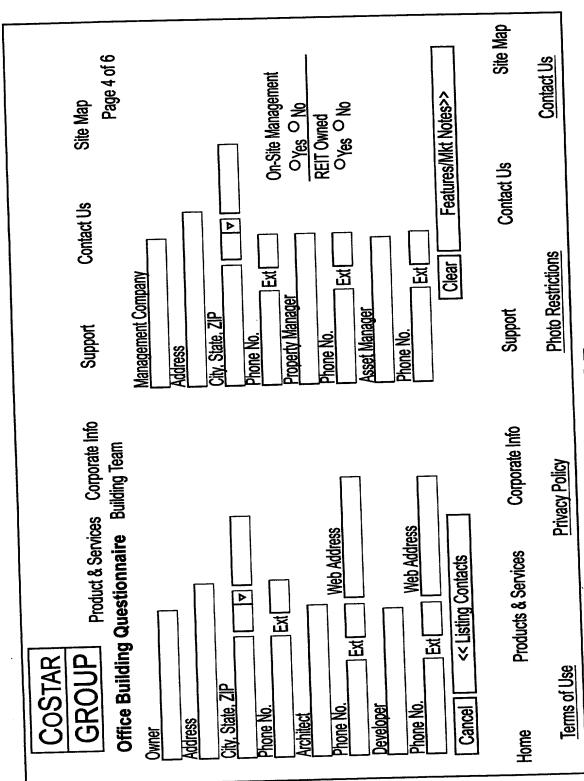


FIG.65

| | · · · · · · · · · · · · · · · · · · · | ۵. | |
|--|---|---------------------|--------------------|
| Site Map Page 5 of 6 | gain Major Tenants>> | Site Map | Contact Us |
| Contact Us Amenities Atrium Auditorium Balconies Banking Commuter Rail Concierge Conterence Facility Convenience Store | Click once to select, again to deselect Clear Majo | Contact Us | Photo Restrictions |
| Support | | Support | Photo Re |
| Product & Services Corporate Info | | Corporate Info | Privacy Policy |
| d | Iding Team | Products & Services | |
| COSTAR GROUP Office Building Marketing Notes | Cancel < <building< td=""><td>Home Proc</td><td>Terms of Use</td></building<> | Home Proc | Terms of Use |

FIG.66

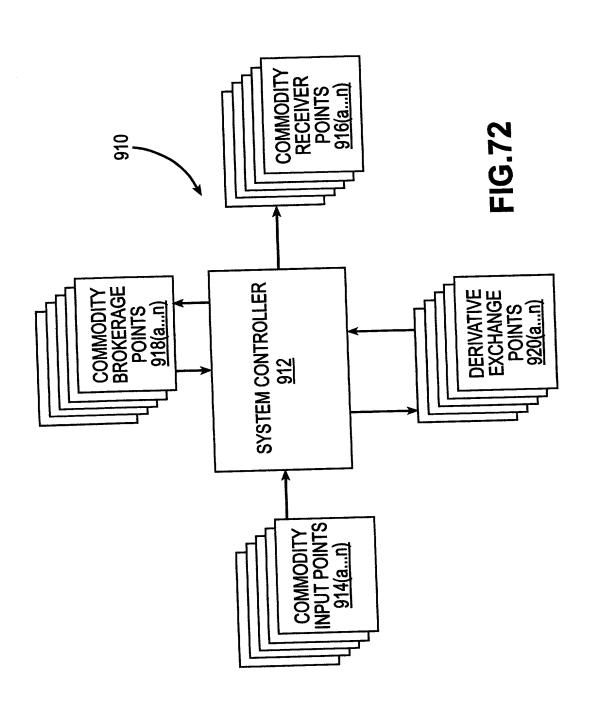
| Site Map Page 6 of 6 | | estionnaire | Us Sile imap | Contact Us |
|--|---------------------|---|---------------------|--------------------|
| Contact Us | | Clear | Contact Us | Photo Restrictions |
| Support | | | Support | Photo R |
| Product & Services Corporate Info uestionnaire Major Tenants | Add | П | Corporate Info | Privacy Policy |
| o o | e Square Feet | < <amenities mkt="" notes<="" td=""><td>Products & Services</td><td><u>a.</u>i</td></amenities> | Products & Services | <u>a.</u> i |
| COSTAR GROUP Office Building | # Major Tenant Name | Cancel << | Home | Terms of Use |

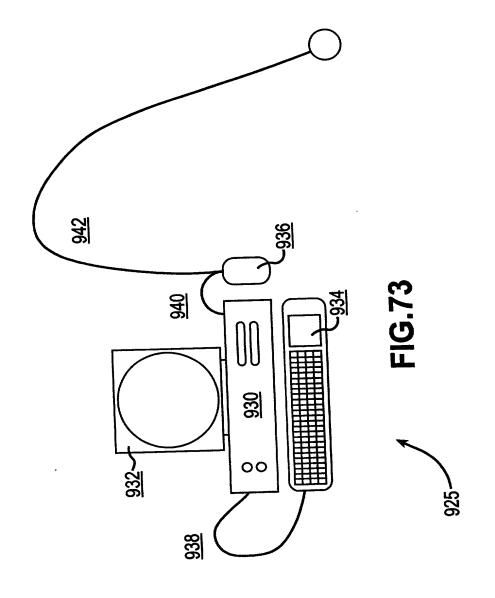
FIG.67

| Site Map | | Site Map | Contact Us |
|-----------------------------------|---|------------------------------------|--------------------|
| Contact Us | | Contact Us | |
| Support | | Support | Photo Restrictions |
| Product & Services Corporate Info | Thank you for submitting your office questionnaire! A CoStar Group research analyst will be contacting you shortly. Please keep this tracking number for your records: 602 Click here to return to the CoStar home page | Products & Services Corporate Info | Privacy Policy |
| COSTAR GROUP Prod | Thank you for submitting your office questionn A CoStar Group research analyst will be conta Please keep this tracking number for your reco | Home Prod | Terms of Use |

FIG.68

FIG.70





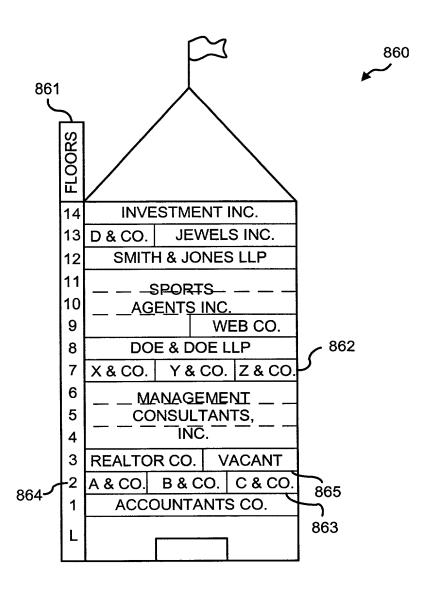


FIG. 74

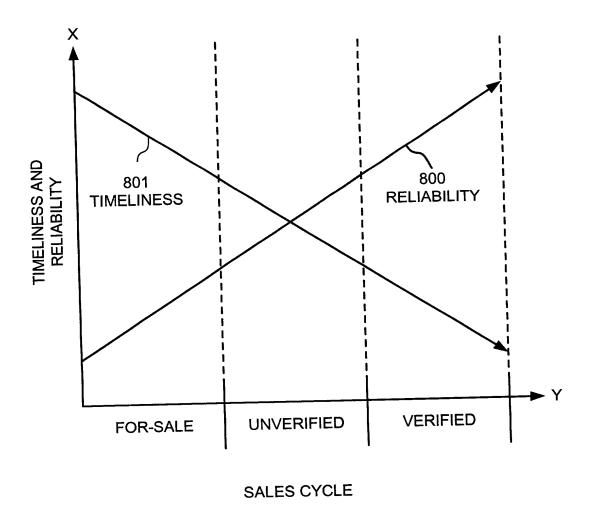


FIG. 75

| | | 3 |
|--|---|-----|
| FRINCIPALITY COMMERCIAL FOR STATES | Properties | 852 |
| | Look up |) |
| Bldg 6 • Roseville, CA 95747 11,520 Square Feet (Divisible). Parking 4/1,000. Fiber Optics Available. More information on this property L | For Lease All Properties Search Properties Map Properties | |
| 1544 Eureka Rd Phase IV • Roseville, CA 95661 Two story, Class A, 52,500 square foot office building plus eight single story office buildings for a total of 142,900 square fleet. Immediate | All Properties Search Properties Map Properties | |
| access to Interstate 80. Excellent parking and access. Walk to Social restaurants. High visibility signage. Prestigious Olympus Pointe location. Suites from 1,800 to 52,500 sq. ft. available. | Calculators Office Space Calculator | |
| More information on this property *** | Broker Mailers | |
| | Client Log In | |
| | Page [1 | |
| dess city state area | year size floor size space annual | |
| 925 Bryant St Office Building Type: Quality Building Class: 1967, Renov 2000 | 39,375 SF Con Negotiable Rob Macca 0% | |
| Building Size: 39,375 lypical right size: | Sacrament | |

Figure 76